## MS Finance – Wealth & Asset Management (MSFWAM) 2020–2021 Academic Year

### MSFWAM Three-Semester Course Plan

#### Preprogram Foundations Requirements

Preparatory work begins in July, is in addition to required credits, and does not affect GPA.

- FIN 510 Introduction to Finance
- ACCT 560 Introduction to Accounting
- ACCT 562 Financial Accounting II (Intermediate Accounting)

#### Fall Semester (13.5 required credits + electives)

<table>
<thead>
<tr>
<th>Fall A</th>
<th>Fall B</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 503 Business Analysis/Financial Statements (1.5)</td>
<td>ACCT 503B Adv. Business Analysis/Financial Statements (1.5)</td>
</tr>
<tr>
<td>DAT 560G Database Design &amp; SQL (1.5)</td>
<td>FIN 524B Derivative Securities (1.5)</td>
</tr>
<tr>
<td>FIN 524 Options &amp; Futures (1.5)</td>
<td>MGT 537 Financial Industry Platform (0)</td>
</tr>
<tr>
<td>FIN 532 Investment Theory (1.5)</td>
<td></td>
</tr>
</tbody>
</table>

- DAT 561 Introduction to Python & Data Science (3)
- MGT 560F Professional Business Communication (1.5)

*Electives as desired* (see below)

#### Spring Semester (9 required credits + electives)

<table>
<thead>
<tr>
<th>Spring A</th>
<th>Spring B</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 525 Fixed Income Securities (1.5)</td>
<td>FIN 525A Fixed Income Securities (1.5)</td>
</tr>
<tr>
<td>FIN 534 Advanced Corporate Finance I – Valuation (1.5)</td>
<td></td>
</tr>
</tbody>
</table>

- FIN 500Q Quantitative Risk Management (3)
- FIN 528 Investments Praxis (3)

*Required experiential course: MGT 551 CPT course (1.5) (summer), FIN 501P CFAR Practicum (3) (spring), or MGT 501P CEL Practicum (3) (fall)*

*Electives as desired* (see below)

#### Second Fall Semester (6 required credits + electives)

<table>
<thead>
<tr>
<th>Fall A</th>
<th>Fall B</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 538 Stochastic Foundations for Finance (1.5)</td>
<td>FIN 532B Data Analysis for Investments (1.5)</td>
</tr>
</tbody>
</table>

- Choose one: FIN 560A Research Methods in Finance (3) or DAT 537 Data Analysis, Forecasting and Risk Analysis (3)

*Required experiential course: MGT 551 CPT course (1.5) (summer), FIN 501P CFAR Practicum (3) (spring), or MGT 501P CEL Practicum (3) (fall)*

*Electives as desired* (see below)

In addition to 30-31.5 required credits above, 7.5-9 elective credits must be completed, including three of the nine courses in bold

#### Fall Semester Electives

| FIN 500W Venture Capital Methods (1.5) | FIN 527 Financial Markets (1.5) |
| FIN 527 Financial Markets (1.5) | FIN 532B Mergers & Acquisitions (1.5) |
| FIN 530 International Finance (1.5) | FIN 527 Financial Markets (1.5) |
| OB 561 Negotiation & Conflict Management (1.5) | FIN 533 Valuing Strategic Corporate Investments (1.5) |
| FIN 550E Behavioral Finance (1.5) | FIN 534B Advanced Corporate Finance II – Financing (1.5) |
| FIN 557E Introduction to Blockchain & Cryptocurrencies (1.5) | FIN 550C Endowments, Foundations & Philanthropy (1.5) |
| FIN 550W Venture Capital Methods (1.5) | FIN 560M Big Data & Cloud Computing (1.5) |

- DAT 562 Text Mining (1.5)
- FIN 550B Wealth Management Practice (1.5)
- FIN 549H Real Estate Finance (1.5)
- FIN 555 Risk Management & Insurance (1.5)
- FIN 500S Machine Learning Tools for Prediction of Business Outcomes (3)

#### Spring Semester Electives

| FIN 500Y Private Equity Methods (1.5) | FIN 534C Adv. Corporate Finance III – Corporate Financial Strategy (1.5) |
| FIN 536 Financial Issues in Leasing (1.5) | FIN 536 Financial Issues in Leasing (1.5) |
| FIN 539 Mathematical Finance (1.5) (by faculty permission only) | FIN 539 Mathematical Finance (1.5) (by faculty permission only) |
| FIN 550A Legal, Compliance & Taxation Aspects of Wealth Mgmt (1.5) | FIN 550A Legal, Compliance & Taxation Aspects of Wealth Mgmt (1.5) |
| FIN 555D Hedge Fund Strategies (1.5) | FIN 555D Hedge Fund Strategies (1.5) |
| MEC 538 Economics of the Organization (1.5) | FIN 550D Hedge Fund Strategies (1.5) |
| MGT 51A Law & Business Management (1.5) | FIN 555 Risk Management & Insurance (1.5) |
| MKT 523 Sales Management (1.5) | FIN 555 Risk Management & Insurance (1.5) |
| CSE 417T Introduction to Machine Learning (3) | CSE 502N Data Structures & Algorithms (3) |
| DAT 500W A/B Testing in Business and Social Science (3) | FIN 537 Advanced Derivative Securities (3) (by faculty permission only) |

**Total: 39 Credits (30 required, 9 elective)**
Under the flat tuition rate, students may take up to 18 credits per semester. Additional courses are charged per-credit.
The degree requirements and policies in this document apply to students entering Washington University during the 2020–2021 academic year. Every effort is made to ensure that the information is accurate and correct as of the date of publication (5/31/21). Washington University reserves the right to make changes at any time without prior notice. Therefore, this curriculum document may change from time to time without notice. The governing document at any given time is the then-current version, as published online.

Last updated: May 2021
MSF Wealth & Asset Management Courses

Summer Online Foundation Workshops

FIN 510 Introduction to Finance

The main topics to be covered in this course are (1) principles of investments, (2) financial analysis of corporate projects, (3) cost of capital, and (4) capital structure and financing policies. The objective of the company is assumed to be shareholder value maximization. Shareholder value is created by earning more than the cost of capital. The cost of capital is an opportunity cost – what investors could expect to earn on comparable investments in the financial markets. To understand the cost of capital, we need to understand the viewpoint of investors. Furthermore, to understand whether a project earns more than the cost of capital, we need to know how to estimate and discount project cash flows. So, the first three topics are closely connected. The main question in the fourth topic is whether we can create shareholder value through the financial structure of the firm. For example, we will ask whether we can lower the cost of capital by financing with debt instead of equity, or vice versa.

ACCT 560 Introduction to Accounting

In this course, we will study the three fundamental financial accounting issues, including (1) recognition, (2) measurement/valuation, and (3) classification/disclosure and consider how business transactions are reflected on the financial statements using generally accepted accounting principles (GAAP). We will cover the four primary financial statements (balance sheet, income statement, statement of stockholders’ equity, and statement of cash flows), the supporting footnotes to these statements, and several reports (annual reports, proxy statements, and press releases). The course incorporates both a preparer's perspective (i.e., GAAP requirements for recording and presenting financial information) and a user's perspective (i.e., how an investor or analyst can interpret and use financial statement information).

ACCT 562 Financial Accounting II (Intermediate Accounting)

Primary subject matter includes asset and liability valuation and income measurement addressed at a deeper level than in introductory financial accounting. Recent additions to the professional accounting literature and the conceptual underpinnings of corporate financial reporting are emphasized, and articles from the popular business press are used to illustrate the factors that motivate corporate reporting decisions. Financial reporting issues related to a variety of topics not covered in earlier accounting coursework, such as segment reporting, securitization, and convertible securities, are introduced.

Fall Semester

ACCT 503 Business Analysis Using Financial Statements

In this course we use concepts from financial accounting, finance, and strategy to develop models used by financial analysts in valuing equity securities (although we will focus on equity valuation, our approach is applicable to issues faced by managers considering investment opportunities). We will discuss/review a variety of models, including the dividend model, the free cash flow model, the method of comparables/multiples, and the asset-based valuation model. These more traditional models will be contrasted with the residual income valuation model, a relatively recent valuation innovation. 1.5 credits.

ACCT 503B Advanced Business Analysis Using Financial Statements

This course builds on ACCT 503. We investigate approaches to forecasting future value drivers of firms and then the preparation of pro forma financial statements based on these forecasts. The concepts will be applied by having students prepare an equity analyst report. The report is the communications of evidence collected from a systematic study of a firm, its environment, and its future prospects to justify a recommendation. Prerequisite: ACCT 503. 1.5 credits.

DAT 500S Machine Learning Tools for Prediction of Business Outcomes

Predictive Analytics deals with the employment of formal learning from business experience, using business data, to predict the future behavior of customers or other critical organizational elements in order to drive better business decisions. This course emphasizes data situations that students are likely to face in marketing, finance, manufacturing and consulting jobs. Students will analyze real-world business datasets using various advanced analytic techniques such as logistic regression, decision trees, neural networks, stochastic gradient boosting, MARSplines, Ensembles, Clustering, Associations etc. The focus of the course lies in the conversion of raw and messy business data in to robust actionable predictions for decision-making. 3 credits.

DAT 537 Data Analysis, Forecasting & Risk Analysis

Course develops the methods and techniques of econometrics that are of particular relevance to students of business and economics. A range of models, namely single equation regression models, time series models and models for discrete response data are studied. The purpose of building these models is described within the context of aggregate data, and micro data at the level of firms and individuals. Procedures to evaluate the estimated models are discussed, and emphasis is placed on the interpretation of results and the forecasting of future observations. Students are expected to complete an individual (non-group) project in which the technique developed in the course are applied to real world problems. The course should be valuable for a variety of students including those with primary interest in finance, marketing, operations, and accounting. 3 credits.

DAT 560G Database Design and SQL

Databases are at the foundation of every organization's information strategy. Understanding the structure of databases and mastering the tools to analyze data are essential skills in any role. The tools developed in this course assist students in implementing a company's data management strategy and developing well-grounded analytical recommendations. In this course we focus on understanding how data is structured in relational databases. With vast amounts of data available, from disparate sources, effective organization of the data is essential to its utilization. To complement this, we utilize SQL (Structured Query Language) as the primary tool to extract data for managerial reports and for advanced analytical models. Practical experience with current relational database software is developed throughout the course. 1.5 credits.
DAT 560M Big Data and Cloud Computing

The growth in available data is a challenge to many companies. This presents an opportunity for companies to conquer the vast and various data available to them. The growth in data includes traditional structured data, as well as unstructured data created by both people and machines. It is essential for analysts to be comfortable in the new technologies and tools that are being developed to store, retrieve, analyze, and report, using the vast data resources available. This course introduces students to the technologies currently deployed to overcome the challenges of Big Data. Prerequisite: DAT 560G. 1.5 credits.

DAT 561 Introduction to Python and Data Science

This course provides students the necessary skill set to extract reliable insights from large datasets prevalent in various business applications, such as supply chain management, marketplace operations, healthcare analytics, and financial engineering, using Python. In this course, students will develop basic tools to understand Python programs and implement data processing pipelines using Python. In particular, students will learn how to acquire, clean, analyze and visualize data in Python, which they will then use to improve decision-making processes. Throughout the course, students will use the Python programming language, which is very effective for data manipulation, reporting, and complex optimization. Topics covered include introduction to Python programming, data acquisition and cleaning, data manipulation, current multi-source data collection technology used in practice, basic data visualization using Matplotlib, ggplot2, and Bokeh. 3 credits.

FIN 500W Venture Capital Methods

This course provides basic terminology and tools used in evaluation of early-stage venture investing. The course will also cover the history of venture capital and discuss the different strategies that a venture capital firm could utilize. The course will use case studies and outside speakers to provide overviews of certain aspects of the venture capital industry including investment strategies and VC firm operations. 1.5 credits.

FIN 500X Venture Capital Practice

This course is the capstone for students interested in early stage investing. The course objective is to develop practical skills for angel and early-stage investing in private companies. Students will partner with professional investors in the St. Louis community to perform various activities, including finding deals, performing evaluations of investment opportunities, and where appropriate negotiating, arranging financing, and closing investments. The course also relies on bringing in investment professionals from the local community to provide real-world perspective on early stage investing. Prerequisite: Venture Capital Methods and instructor approval. 1.5 credits.

FIN 501P CFAR Practicum

Students work in four-person teams on consulting projects, applying insights from their course work to real-world business problems under faculty supervision. Each student is expected to spend about 150 hours on the project. Grades are based on the quality of the final written and oral reports, as determined by the faculty supervisor. Students are only eligible to participate in one Practicum Course per semester, if selected. 3 credits.

FIN 523B Mergers & Acquisitions

The course will provide an in depth view of the theory and empirical regularities of various corporate control transactions. Specifically, we will discuss valuation of target firms, possible sources of value creation, various motives for mergers, tax consequences of mergers, legal issues in mergers, financing an acquisition, defensive tactics in hostile takeovers, going-private transactions and bidding behavior of acquirers. The method of instruction is a mix of lecture and case analysis. Prerequisite: FIN 534. 1.5 credits.

FIN 524 Options & Futures

Focuses on futures with an introduction to options. Discusses forward and futures pricing, and the use of various futures contracts to hedge commodity price risk, interest risk, currency risk, stock portfolio risk, and other risk exposures. 1.5 credits.

FIN 524B Derivative Securities

Provides an in-depth analysis of valuation and trading strategies for options and other derivative securities which have applications across areas of finance such as hedging, swaps, convertible claims, mortgage payments, index arbitrage, insurance, capital budgeting and corporate decision making, and are responsible for many new innovations and developments of the financial markets. Prerequisites: FIN 524. 1.5 credits.

FIN 527 Financial Markets

This course will facilitate further learning in the finance track by providing insights into various financial markets, financial institutions, associated market participants, select representative transactions and industry conventions. Students will examine the role of regulators, rating agencies, commercial and investment banks, and investors in the debt, equity and derivatives markets. In addition, in the context of the Financial Crisis, the role of regulation, monetary policy, leverage and human behavior will be discussed as possible root causes of the crisis with an emphasis on the various market failures in specific markets and their impact on market participants. Lastly, the role of revised regulations and the future of financial innovation will be debated. 1.5 credits.

FIN 530 International Finance

Measuring and hedging exposures to exchange rate fluctuations is a central topic of this course. The relationships among spot and forward exchange rates, interest rates, and inflation rates are described. Additional topics include capital budgeting for international projects, international capital markets, and international portfolio diversification. 1.5 credits.
FIN 532 Investment Theory

A course in the theory of risk and return in capital markets. Topics covered correspond to those which are covered in the CFA level 1 exam. We will cover the CAPM and APT models of asset pricing and will discuss various measures of mutual fund performance evaluation which arise from these models. We will discuss interest rate determination and also introduce the concepts of price and reinvestment risk in fixed income securities. 1.5 credits.

FIN 532B Data Analysis for Investments

The objective of this course is to obtain an in-depth understanding of some of the major empirical issues in investments. Based on recent research articles and cases, students are required to learn the facts, theories and the associated statistical tools to analyze financial data. The topics for this course include models of stock returns, Bayesian and shrinkage estimations for expected returns and covariances, multifactor asset pricing models, GARCH models, principal components, asset allocation, stock screening, predictability, performance evaluation, anomalies, limits to arbitrage and behavioral finance. Prerequisite: FIN 532. 1.5 credits.

FIN 533 Valuing Strategic Corporate Investments

The objective is to obtain both an in-depth understanding of the real option theory and the associated implementation skills in real-world applications. The theoretical tools are binomial models and Monte Carlo simulations. The application topics cover all types of typical real options, cases of leasing, R&D, take-over, market expansion, growth values, dot-coms, staged investments, multiple project uncertainties, ranging from standard European and American options to compound and rainbow options. 1.5 credits.

FIN 534B Advanced Corporate Finance II – Financing

This course considers a broad range of issues faced by corporate financial managers with respect to the financing of investment opportunities. In this course, we turn to the right-hand side of the balance sheet as a direct follow up to the skills acquired in the Advanced Corporate Finance I - Valuation, a course that focused on the left-hand side of the balance sheet. The course is designed to be “hands-on”, and we will heavily focus on direct applications of the theory of financing to business practice. To that end, we will cover topics related to the valuation of bond and convertible securities, estimating the costs of financial distress, the reorganization of firms in financial distress, deriving an optimal capital structure, and the effects of management stock option grants on valuation. Prerequisite: FIN 534. 1.5 credits.

FIN 538 Stochastic Foundations for Finance

This is a foundations course, which is designed as a prerequisite to FIN 539, Mathematical Finance. It is therefore mainly designed for students in the Masters in Finance program who aim at quantitative positions in investment banks, hedge funds and consulting firms. While financial examples will be given, the primary focus will be on stochastic process and stochastic calculus theory. Students interested in applications of the theory are expected to take follow-on courses. Topics to be covered include: general probability theory; Brownian motion and diffusion processes; martingales; stochastic calculus including Ito’s lemma; and jump processes. 1.5 credits.

FIN 550C Endowments, Foundations & Philanthropy

The course covers topics in endowment and foundation management, governance and philanthropy. Topics covered include multiple investment management frameworks including the endowment model, spending and investment governance, optimizing charitable spending, socially responsible/ESG investing and tax considerations. 1.5 credits.

FIN 550E Behavioral Finance

The course will cover topics in behavioral finance, which is a field of finance applying psychology to decisions of investors and corporate managers. Topics covered include prospect theory and non-expected utility preferences, behavioral biases and heuristics, limits to arbitrage, anomalies and their behavioral explanations, bubbles and their behavioral explanations, behavioral biases of individual vs. professional traders, and behavioral corporate finance. The course will cover theoretical aspects, empirical and experimental evidence, as well as practical implications. Prerequisite: FIN 532 or instructor’s approval. 1.5 credits.

FIN 553 Corporate Finance & Investments Industry Seminar

This course is designed to expose SMP and MBA students to the language, issues, and skill sets necessary for careers in corporate finance, investment banking, private equity and asset management. The primary intent of this course is to offer a detailed introduction to financial markets, as well as those people, companies and other institutions that participate in it as providers of capital, users of capital or the players that work to intermediate between these two. 0.5 credits.

FIN 557E Introduction to Blockchain & Cryptocurrencies

Blockchain is a revolutionary technology incorporating aspects of data science, economics, computer science, and law. The course allows students to obtain basic understanding of the blockchain technology and its applications to cryptocurrencies, smart contracts, and decentralized finance. 1.5 credits.

FIN 560A Research Methods in Finance

The course is designed to prepare students for independent research in finance by exploring methods and techniques in a manner that will allow the students to implement them correctly and efficiently. The curriculum will emphasize practical applications of empirical methods used in financial research and how to implement them. Students in the course will learn empirical methods in corporate finance and asset pricing; obtain basic knowledge and familiarity of the databases used in common finance research; get exposure to recent research in finance which applies the methods covered; and learn how to implement the methods covered using relevant programming languages. 3 credits.
Prerequisite: FIN 534. 1.5 credits.

The course will provide an in-depth view of the theory and empirical regularities of various corporate control transactions.

**Practical Skills for Investing in Private Equity**

- Local community to provide real opportunities and, where appropriate, negotiating, companies. Students will partner with professionals in the St. Louis community to perform various activities, including trans-
- Private Equity funds in the context of firm control and governance will be reviewed. 1.5 credits.
- Evolution of the firm. Private Equity funds in the context of the overall mark-
- This course will provide the student with an understanding of the basic terminology, due diligence and analytical methodologi-
- Technical foundations for financial risk management with applications to a variety of different industries and
- Risk management is an increasingly important, but often misunderstood, aspect of corporate financial policy. This course is designed to provide solid theoretical and technical foundations for financial risk management with applications to a variety of different industries and firms. Measures of risk, regulatory requirements for risk control, and risk management strategies employing derivative securities against market and credit risks will be analyzed. In addition, risk management methods and tools that are commonly used in practice will be introduced. Prerequisites: FIN 524, FIN 524B. 3 credits.

**Private Equity Methods**

- Corporate governance, financial analysis, private transactions and bidding behavior of acquirers. The method of instruction is a mix of lecture and case analysis. Prerequisite: FIN 534. 1.5 credits.
FIN 525 Fixed Income Securities

This course analyzes investment in bonds and related fixed-income instruments. Major topics are bonds, interest rate risk, and derivative securities. Bond topics include interest rate compounding conventions, yield curves, and forward interest rates. Risk analysis covers duration, convexity, and immunization. Derivative securities are analyzed using an option-theoretic approach to valuing interest rate contingent claims. Prerequisites: FIN 524 and FIN 524B. 1.5 credits.

FIN 528 Investments Praxis

In this course students serve as managers of a portfolio, the Investment Praxis Fund, which is owned by the school. Students will analyze investment opportunities in various industries and present recommendations to the class for possible purchases or sales of securities. Students must demonstrate that their investment decisions are consistent with the style and objectives of the fund. Valuation tools and financial statement analysis are emphasized as part of a thorough analysis. The course will emphasize contact with investment professionals such as portfolio managers, securities traders, consultants, custodians, and plan sponsors. At the end of the semester the students will report on their performance to the advisory board of the fund which is composed of University financial officers and outside investment professionals. 3 credits.

FIN 534 Advanced Corporate Finance I – Valuation

This course considers a broad range of issues faced by corporate financial managers with respect to the valuation of projects, divisions, and entire companies. The prime focus will be on assessing the profitability of different business alternatives in a forward-looking sense. It will explicitly consider the impact of financing decisions on the valuation of business alternatives. Other topics covered include an examination of EVA as both a valuation and performance measurement tool, and a brief introduction to Real Options as an alternative to discounted cash flow analysis. The course is designed to be "hands-on," and will heavily focus on direct applications of the theory and the individual development of spreadsheet modeling skills. Students who successfully complete the course should possess a set of cutting-edge valuation skills. 1.5 credits.

FIN 534C Advanced Corporate Finance III – Corporate Financial Strategy

This course focusses on implementation of models for pricing and hedging derivative securities in the equity, currency, and fixed-income markets. Students will learn to write programs in a programming environment such as MATLAB to implement the Black-Scholes model, binomial models, Monte-Carlo methods and finite-difference methods. The derivatives studied will include exotic equity and currency derivatives and caps, floors and swaptions. The goals of the course are to learn more about the various instruments that are traded, the various assumptions and methods that may be chosen in modeling them, and the importance of the assumptions in determining the prices and hedges that are chosen. The course will be especially useful to students pursuing careers in sales and trading who will interact with research departments and students pursuing careers in asset management. Prerequisites: FIN 524, FIN 524B. 3 credits.

FIN 536/ACCT 507 Financial Issues in Leasing

This course is devoted to studying the various elements that are involved in identifying leasing opportunities and structuring a lease. Topics covered include accounting and tax issues related to leases, the legal and financial structure of a lease, options embedded in lease agreements, and the marketing and negotiation of leases. 1.5 credits.

FIN 537 Advanced Derivative Securities

This course considers a broad range of issues faced by corporate financial managers with respect to the valuation of projects, divisions, and entire companies. The prime focus will be on assessing the profitability of different business alternatives in a forward-looking sense. It will explicitly consider the impact of financing decisions on the valuation of business alternatives. Other topics covered include an examination of EVA as both a valuation and performance measurement tool, and a brief introduction to Real Options as an alternative to discounted cash flow analysis. The course is designed to be "hands-on," and will heavily focus on direct applications of the theory and the individual development of spreadsheet modeling skills. Students who successfully complete the course should possess a set of cutting-edge valuation skills. 1.5 credits.

FIN 539 Mathematical Finance

This course focuses on continuous-time derivative pricing and optimal security trading. In the first half of the course, students will learn how to derive partial differential equations and pricing formulas for various derivative securities including options with stochastic volatility, options with jump diffusion, and American style options. In the second half of the course, students will learn how to solve optimal portfolio selection problem with or without portfolio constraints through both the Hamilton-Jacobi-Bellman equation approach and the martingale approach. The course is mainly designed for students in the Masters in Finance program who aim at quantitative positions in investment banks, hedge funds and consulting firms. The course might also be of interest to those who want a more theoretical approach to analyze embedded derivatives and risk management issues at corporations. Prerequisites: FIN 524, FIN 538. 1.5 credits.

FIN 549H Real Estate Finance

This course provides a broad introduction to real estate finance and investments. Topics include both equity and debt. We begin with an overview of real estate markets in the United States. On the equity side students will be introduced to the fundamentals of real estate financial analysis, including pro forma analysis and cash flow models, and elements of mortgage financing and taxation. Ownership structures, including individual, corporate, partnerships and REITS will also be covered. On the debt side, we examine a number of financing tools in the context of the evolution of the secondary mortgage market, both residential and commercial. Additional topics related to real estate finance are covered in Fixed Income Securities (FIN 525). 1.5 credits.

FIN 550A Legal, Compliance & Taxation Aspects of Wealth Management

The course will cover topics in law, compliance, risk management and taxation in wealth management at both the firm and client level. Topics covered include firm regulation; advisor compliance, licensing and education; firm risk management; ethics; and taxation of client assets as relates to wealth planning and related firm services required. At the conclusion of this course students will understand the major management issues involved in running a wealth management firm, the obligations of an advisor and the major non-investment considerations for clients of wealth management firms. 1.5 credits.
The course will help students to apply the many holistic concepts of Wealth Management by reviewing topics covered in previous courses, and emphasizing the importance of synthesizing, communicating and executing the various planning strategies used to meet the individual needs of clients. Students will be split into small groups; each group will receive a distinct client case study in the first class, and each group will develop a wealth management plan over the course of the semester to be presented to a hypothetical client in the last class. Every class will review planning topics including investment concepts, estate planning, tax management, insurance planning, retirement funding and education funding with a focus on practical application that will inform the recommendations in the wealth management plans. 1.5 credits.

FIN 550D Hedge Fund Strategies

This course provides both an overview of hedge funds and an in-depth analysis of their trading strategies. Topics covered include structure, incentives, and performance evaluation of hedge funds, regulatory and taxation aspects of hedge funds, common trading strategies of hedge funds (e.g., market neutral, global macro, forex, activism, and event driven), and the academic evidence on the performance and influence of hedge funds. Prerequisite: FIN 552 or instructor’s approval. 1.5 credits.

FIN 552 Fixed Income Derivatives

This is an advanced course in fixed-income, focusing on risk neutral model-based pricing of fixed-income securities. We will cover both analytic and Monte-Carlo pricing of various types of fixed-income derivatives including caps/floors and swaptions in the context of key “factor models” of the swap term structure and LIBOR Market Model (LMM). Students will apply the theory in a practical group project by calibrating Bloomberg data to interest rate models. In addition, an introduction to the Local Volatility and Stochastic Volatility LMM (SABR) models and basic frameworks of structural and reduced form credit-risk models will be given. We will briefly consider how to use these models to price various types of exotic interest rate derivatives and credit-risky bonds and credit-default swaps commonly seen in practice. Practitioner-focused real-life applications and recent market developments (OIS, CVA) will also be discussed. Prerequisites: FIN 525, FIN537 and completion or concurrent enrollment in FIN 539. 1.5 credits.

FIN 555 Risk Management & Insurance

This course will provide an introduction to risk management and insurance. We will explore enterprise risk management broadly and understand what risk is, and how risk can be managed and or mitigated. We will understand the different kinds of risk and the difference between insurance and hedging. We will study the various insurance markets and the basics of how they operate. We will especially focus on the issues of risk management and insurance from an insurance issuer’s perspective and from a corporate risk manager’s perspective. We will also review the insurance operations of Berkshire Hathaway to understand the operations of a diversified insurance company and of Allstate Corporation and State Farm Insurance as we review the basics of auto and homeowners insurance respectively. 1.5 credits.

MGT 511A Law & Business Management

We will review different rules of substantive law which affect the conduct of individuals and businesses. We will analyze different legal theories and rules of substantive law which regulate the conduct of individuals and businesses and which impose liability for damages on individuals and business entities when those rules are violated. We will survey basic rules of criminal law, intentional torts, and negligence. We will next focus on the rules affecting the making and performance of contracts, and the liability which results from breach of contractual relationships. This will include general contract law, as well as specific rules that exist in the sale of goods and merchandise, and in the purchase, ownership and sale of real property. In addition, we will also analyze and compare the choices available for dispute resolution, including mediation, arbitration, and trial in court. 1.5 credits.

MEC 538 Economics of the Organization

Business organizations are complex systems with mutually dependent parts. Understanding the economic factors that influence how the organizational pieces function together can be a daunting task. The goal of this course is to provide an economic framework for the analysis of a variety of challenges that face businesses, both at the organizational and individual employee levels. In this course we will consider what economics can say about the efficient organization of firms and businesses, and provides an economic approach to solving organizational and incentive problems. The aim of this mini is to describing general organizational issues facing firms, such as incentive problems arising from adverse selection, moral hazard, and agency. We consider alternative solutions to these problems and then apply these lessons to readings and cases. 1.5 credits.

MKT 523 Sales Management

Sales management refers to all activities, processes, and decisions involved in managing the sales function in an organization. Effective and efficient sales management is an indispensable component of a marketing strategy especially in business-to-business markets. Companies make significant investments in their sales force as it is the public face of the company, plays a major role in sales creation, and is entrusted with the most important corporate asset - the customer. Primarily through case discussion and industry expert sessions, this course will focus on developing a repertoire of analytic and conceptual skills and emphasize a decision orientation. Topics covered will include sizing, structuring, designing sales territories, recruiting, motivating, compensating and performance management of a professional sales force. There are no prerequisites. 1.5 credits.

CSE 417T Introduction to Machine Learning

The field of machine learning is concerned with the question of how to construct computer programs that automatically improve with experience. This course is a broad introduction to machine learning, covering the foundations of supervised learning and important supervised learning algorithms. Topics to be covered are the theory of generalization (including VC-dimension, the bias-variance tradeoff, validation, and regularization) and linear and non-linear learning models (including linear and logistic regression, decision trees, ensemble methods, neural networks, nearest-neighbor methods, and support vector machines). Prerequisites: CSE 502N, ESE 326 (or Math 3200), Math 233, and Math 309 (can be taken concurrently). 3 credits.
Study of fundamental algorithms, data structures, and their effective use in a variety of applications. Emphasizes importance of data structure choice and implementation for obtaining the most efficient algorithm for solving a given problem. A key component of this course is worst-case asymptotic analysis, which provides a quick and simple method for determining the scalability and effectiveness of an algorithm. Prerequisite: CSE 501N. 3 credits.